

## Message Text

UNCLASSIFIED

PAGE 01 MANAGU 02482 261746Z  
ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----270713Z 059505 /17

R 261518Z MAY 77  
FM AMEMBASSY MANAGUA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3294

UNCLAS MANAGUA 2482

E.O. 11652: N/A  
TAGS: BEXP, PINR, NU  
SUBJECT: WTDR/FTI SOVIPE INGENIEROS, S.A.

REF: USDOC 06970

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: 0021100  
4. SOVIPE INGENIEROS, S.A. (REQUESTED AS SOVITE)  
4A. CODE: 4B. CODE: A 4C. CODE: X  
5. APARTADO POSTAL 348  
6. MANAGUA, NICARAGUA  
7. ESTABLISHED: 1951 8. EMPLOYEES: 2000  
9. SIZE: (18-X) VERY LARGE 10. REPUTATION: (22-X) EXCELLENT  
11. SALES AREA: CENTRAL AMERICA  
12. REPORT DATE: 05/77  
13A. 15200/789 BUILDING CONSTRUCTION AND GENERAL CONTRACTORS FOR  
RESIDENTIAL BUILDINGS  
13B. 15400/789 BUILDING CONSTRUCTION AND GENERAL CONTRACTORS FOR  
NON-RESIDENTIAL BUILDINGS  
13C. 16110/789 BUILDING CONSTRUCTION AND GENERAL CONTRACTORS FOR  
HIGHWAYS AND STREETS  
13D. 34294/5 IMPORTER OF BUILDERS' HARDWARE  
13E. 32410/5 IMPORTER OF HYDRAULIC CEMENT  
13F. 28995/5 IMPORTER OF WATERPROOFING COMPOUNDS  
13G. 34411/5 IMPORTER OF FABRICATED STRUCTURAL METAL FOR BUILDINGS  
13H. 32610/5 IMPORTER OF VITREOUS AND SEMI-VITREOUS PLUMBING FIX-  
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UNCLASSIFIED

PAGE 02 MANAGU 02482 261746Z

TURES, ACCESSORIES, AND FITTINGS  
13I. 36451/5 IMPORTER OF RESIDENTIAL LIGHTING FIXTURES  
13J. 36462/5 IMPORTER OF COMMERCIAL ELECTRIC LIGHTING FIXTURES  
MGQEK. 32962/5 IMPORTER OF ACOUSTICAL BOARD  
13L. 35310/5 IMPORTER OF CONSTRUCTION AND RELATED MATERIAL  
14. CONTACT: ING. ENRIQUE PEREIRA TITLE: PRESIDENT  
15. CABLE: SOVIPEIN 16. TELEX: 1232 17. PHONE: 4729

18. FINANCIAL REFERENCES: WELLS FARGO BANK, 700 BRICKWELL AVENUE, MIAMI, FLORIDA 33131; BANCO DE AMERICA, APARTADO POSTAL 285, MANAGUA, NICARAGUA; DUN AND BRADSTREET, 99 CHURCH STREET, NEW YORK, N.Y. 10007.

19. TRADE REFERENCES: PACIFIC PIPE CO., 9 FIRST STREET, SAN FRANCISCO, CALIFORNIA 94119; ALBERT PIPE SUPPLY CO., 101 VARICK AVENUE, BROOKLYN, N.Y. 11237; GENERAL ELECTRIC CO., LOUISVILLE, KENTUCKY; KENCLAIR ELECTRICAL AGENCIES, 714 OLD COUNTRY ROAD, WESTBURY, N.Y. 11590.

20 FOREIGN FIRMS REPRESENTED: NA

21. FIRM, ONE OF THE LARGEST AND MOST SUCCESSFUL ENGINEERING AND CONSTRUCTION FIRMS IN NICARAGUA, PARTICIPATES IN ALL TYPES OF GENERAL, CIVIL, AND ELECTROMECHANICAL CONSTRUCTION PROJECTS IN NICARAGUA AND OTHER CENTRAL AMERICAN COUNTRIES. ITS CURRENT PROJECTS IN NICARAGUA AND OTHER CENTRAL AMERICAN COUNTRIES. ITS CURRENT PROJECTS INCLUDE TWELVE WATER PUMPING STATIONS FOR THE CITY OF MANAGUA (\$1.5 MILLION), 500-BED SOCIAL SECURITY HOSPITAL (\$1.5 MILLION), 500-BED SOCIAL SECURITY HOSPITAL (\$1.5 MILLION), 1700 HOMES FOR THE NICARAGUAN HOUSING BANK (\$5.5 MILLION), AND AN OFFICE BUILDING (\$800 THOUSAND). PAST PROJECTS HAVE INCLUDED THE MANAGUA AIRPORT TERMINAL AND A MUNICIPAL PIER FOR THE CITY OF GRANADA. THE COMPANY REPORTS A CUDTXSCIRAL VOLUME OF BUSINESS OF 17 MILLION DOLLARS (NICARAGUA ONLY). ITS WORKING CAPITAL IS ESTIMATED AT TWO MILLION DOLLARS AND ITS NET CAPITAL AT 2.2 MILLION DOLLARS. THE PRINCIPAL STOCKHOLDERS ARE ROSITA PELLAS DE SOLORZANO, JULIO VILLA AND ENRIQUE PEREIRAO E NUEDA. THIS GROUP ALSO OWNS SOVIPE COMMERCIAL, S.A., AN IMPORTER AND DISTRIBUTOR OF HOUSEHOLD APPLIANCES (WTDR SUBMITTED 4/77), SOVIPE INDUSTRIAL, S.A., UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANAGU 02482 261746Z

A LOCAL ASSEMBLER OF TELEVISIONS AND ELECTRONIC EQUIPMENT, AND DISA, S.A., AN AGENT/DISTRIBUTOR AND RETAILER OF CONSTRUCTION MATERIALS AND EQUIPMENT (WTDR SUBMITTED 11/75). FIRM IS HIGHLY REGARDED IN LOCAL BANKING AND BUSINESS CIRCLES, AND IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

22. PREPARED AND APPROVED BY: PAHAIGH  
AT: U.S. EMBASSY, MANAGU  
THEBERGE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Office:** ACTION ARA  
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**TAGS:** BEXP, PINR, BBAK, NU, SOVIPE INGENIEROS S A  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009